

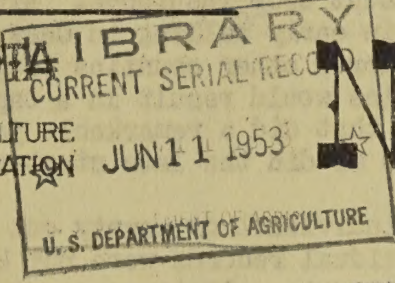
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NODAK CROP INSURANCE

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE
PRODUCTION AND MARKETING ADMINISTRATION



NEWS

April 7, 1953

SALES TOTAL HITS 23,000

Final weekly reports list 7,846 applications.

While this figure includes two weeks' reports from several counties and final reports from numerous agents, we wonder whether so many applications have ever before been taken in so short a time. Many counties reported they were almost completely snowed under on March 30 and 31st. It appears that Walsh took first prize last week with 473 wheat and 266 flax sales. Cavalier belongs in there somewhere but as their 525 wheat sales covered two weeks we don't know just where they belong. Richland County took 446 to edge out Grand Forks in the last two days by 21 applications.

So many factors entered into the closing days that we won't attempt to analyze the last week's work, but will let the figures speak for themselves. We had some advance notice during the latter part of the week that many counties had done a big job on last Monday and Tuesday, but as the reports came in this week to say that all of us here in the State Office were astounded is putting it mildly.

Many changes will be made in the county totals as the applications are audited as there are some errors in counting, applications submitted subject to rejection, etc. but we should still show a final total of over 22,500. As soon as the audit is complete we will send out a revised summary.

Agents' Records

Counties have listed hundreds of agents. Realizing that most counties are anxious to get the final figures of the campaign, we will postpone the compilation of sales by agents until next week.

General Summary of 1953 Sales Campaign

The campaign just completed was the most successful, from every point of view, ever conducted in North Dakota. While final figures from other states will not be available for some time, we believe we led the Nation in sales and expect to lead in number of policy holders for 1953.

Several factors contributed to this success story. First and most important was the good, hard work done by county committees, office personnel and the sales force. Every mark we set up to shoot at was promptly knocked down. The early start made by many counties contributed largely. We credit that early start to the ACP farm-to-farm signup conducted by community committeemen, when almost every farmer heard something about crop insurance. After that start sales never sagged seriously. The success in early selling in Cass, LaMoure, Logan, Morton, Rolette, Sheridan and Stutsman spurred other counties to greater effort. We thought the large volume of early sales would result in a tapering off during the last few weeks, but even counties that did a remarkable job early finished with about the same final burst of speed as did the late starters.

To pick any outstanding individual or county out of the large number of workers is almost impossible. Individual records were not kept in all counties. No question but that insurance is easier to sell in some counties than others and much easier for some people to sell.

Of course, the threat of drouth was an important factor in reducing sales resistance, but even more important was the $5\frac{1}{2}$ million dollar indemnity payment made in 1952, the first major loss paid in most North Dakota counties since the inception of the program. Thousands of our farmers found out they could collect losses under crop insurance. Certainly, if the fear of drouth was the only factor involved why did flax sales lag so far behind wheat?

The State Committee and State Director, as well as the field force, feel that the county people deserve the highest praise they can give for a tough job very well done. We believe the example of team work just demonstrated by you people will be almost impossible for any other state to surpass. Surely each of you is deriving a great deal of personal satisfaction out of the part you played.

Of course, our responsibility does not cease with the closing date. We hope we can keep the 48,000 policy holders satisfied that they bought what we sold them, a good, sound insurance policy that they will want to keep as long as their farming operations continue. Our part will be in properly servicing every contract we have.

An additional supply of Nodak News is enclosed so that each salesman listed on the County Sales Report may receive one copy.

SUMMARY OF WEEKLY SALES REPORTS

WHEAT

Week ending March 31, 1953

County	No. Sales for Week	Units Covered	No. of Contacts for Week	Total Sales To Date	Total Units To Date
BENSON	125	375	---	248	666
BILLINGS	27	36	27	100	138
BOTTINEAU	213	331	223	461	731
BOWMAN	39	64	93	46	79
BURKE	88	164	150	293	503
BURLEIGH	86	134	125	279	451
CASS	183	213	205	712	913
CAVALIER *	525	627	380	824	1041
DIVIDE	56	117	74	103	202
DUNN	87	125	---	264	388
EDDY	47	79	50	149	217
EMMONS *	223	223	---	519	519
FOSTER	68	101	78	159	226
G. VALLEY	78	78	125	122	122
GRANT	61	89	68	207	293
GRIGGS	102	102	150	243	243
HETTINGER	101	155	209	300	473
KIDDER *	168	168	---	284	284
LOGAN	251	397	300	547	920
MC HENRY	53	69	53	159	240
MC INTOSH	211	291	---	400	615
MC KENZIE	136	200	---	436	605
MC LEAN	184	320	300	705	1451
MERCER	61	88	83	345	547
MORTON	100	153	154	410	547
MOUNTRAIL	68	124	---	195	374
NELSON	171	199	185	263	325
OLIVER	34	46	100	108	143
PEMBINA	143	174	231	342	451
RAMSEY	298	403	332	586	792
RENVILLE	61	94	100	164	257
ROLETTE	15	17	35	169	243
SHERIDAN	89	99	92	561	742
SIOUX	22	35	22	34	55
SLOPE	65	79	140	149	186
STARK	181	256	263	400	548
STUTSMAN	200	272	348	686	1017
TOWNER	45	60	65	116	171
TRAILL	81	97	100	180	219
WALSH	473	473	---	891	1018
WARD	157	236	250	448	702
WELLS	166	235	378	357	509
WILLIAMS	183	316	200	535	933
TOTAL	5725	7914	5688	14499	21099

* 2 weeks total

SUMMARY OF WEEKLY SALES REPORTS

FLAX

Week ending March 31, 1953

County	No. Sales for Week	Units Covered	No. of Contacts for Week	Total Sales To Date	Total Units To Date
BENSON	41	82	---	102	204
BOTTINEAU	21	36	25	45	79
CASS	156	211	205	662	924
EDDY	24	39	26	130	194
MC LEAN	78	100	300	299	391
NELSON	21	29	185	36	46
PEMBINA	33	41	109	167	232
RAMSEY	45	64	332	84	122
STUTSMAN	141	188	348	582	827
TRAILL	55	70	100	157	196
WALSH	266	266	---	637	750
WARD	46	73	250	152	924
TOTAL	927	1199	1880	3053	4889
MULTIPLE					
BARNES	69	91	80	315	413
DICKEY	53	58	58	202	211
GRAND FORKS	268	361	300	1639	2326
LA MOURE	115	132	121	825	1018
PIERCE	72	112	119	192	293
RANSOM	31	34	31	183	216
RICHLAND	446	538	461	1660	2233
SARGENT	49	66	49	232	335
STEELE	91	121	97	227	283
TOTAL	1194	1513	1316	5475	7328
TOTAL					
WHEAT	5725	7914	5688	14499	21099
FLAX	927	1199	1880	3053	4889
MULTIPLE	1194	1513	1316	5475	7328
	7846	10626	8884	23027	33316

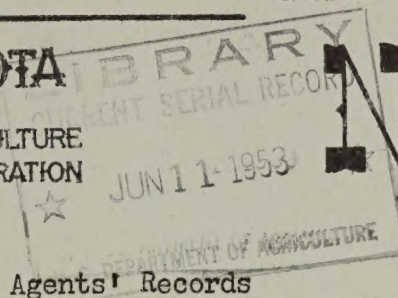
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NODAK CROP INSURANCE

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE
PRODUCTION AND MARKETING ADMINISTRATION



NEWS

April 14, 1953

Attached is a copy of individual sales records by counties which should be of interest to you. The true picture does not appear in all cases as there are so many different methods used to handle credit for sales. In several counties credit was divided equally between county committees and county office personnel. Several Salesmen sold insurance in two or more counties. Counties listed a total of over 600 agents. Only those who sold 10 or more are listed hereon.

It appears that Jack Miller, Stutsman County Chairman, was high individual with 693, according to the reports. Many salesmen sold over 100. Five men in Walsh County accounted for more than 100 each, while the Cass County people averaged about 275 each. Alfred Schwartz sold 84 in Billings and 45 in Stark County. Stark County's secretary, Carl Barr's name, appears on four county lists. Therefore, it appears that one of the reasons for the highly successful campaign was due not only to good cooperation between county PMA people but also to cooperation between counties.

Acreage Reports

Collection of acreage reports will be a big job this year, and judging by recent budget reports will have to be done as economically as possible in most counties. Assistance in getting started can be obtained from Crop Insurance Supervisors and PMA Fieldmen.

More than 5% of the 1952 acreage reports were suspended by the State Office last year, running from 1.5 to 18.6%. We must try this year to reduce the suspension rate materially as suspensions not only slow down the whole process, but add to expense of handling the job.

Premium Collections

About two weeks remain to carry out our part of the PMA-FCIC agreement pertaining to the collection of 1952 premiums. Each county should give special attention to completion of this job in the short time remaining. Some counties have only a very few accounts outstanding, but all should do their best to get 100%.

Nodak News

Publication of this sheet will not continue on a weekly basis from now on but will appear as often as necessary to keep you posted on crop insurance in North Dakota.

Agents' Sales Records

Barnes	County Office	312	Grand Forks	No Report	
Benson	K. B. Sandven	134	Grant	Theo. Neumann	71
	Albert Thompson	113		Christ Sprenger	39
	I. J. Leier	102		M. J. Wilkins	20
				Rita Vetter	19
Billings	Alfred Schwartz	84		A. J. Kopp	15
				Fred Seibel	15
Bottineau	Ole Thompson	110		Alvin Campbell	14
	Ernest Nelson	76			
	R. C. Streich	47	Griggs	County Office	123
	Frank Adams	43		H. O. Sonju	47
	C. L. Sanderson	43		C. N. Gronneberg	29
	Evelyn Pospisil	39		Chas. Zahradka	19
	Jack R. Rodgers	28			
	Russell Follis	22	Hettinger	No Report	
	Jay E. Reed	21			
	Albert Madsen	19	Kidder	Kidder's report came in	
	Albert Klebe	13		with only 1 copy and was	
				forwarded to Washington	
Bowman	D. J. Beier	39		before preparation of	
				this report.	
Burke	Jens Koster	123			
	County Office	59	LaMoure	F. W. Maier)	
	Gustav Ekberg	37		J. M. King)	444
	Gerhart Gullickson	29		Lila King)	
	Harley Durward	25		M. Wegenast	111
				O. P. Peterson	97
Burleigh	Emil G. Hilken	166		O. D. Dunsdon	54
	Margery Tressler	49		J. M. King	45
	John Witt	15		Curt Kramer	41
				Ray E. Freadhoff	33
Cass	M. H. Holte)				
	Albert J. Hill)		Logan	Antone Gross	92
	Dexter Richards)	1374		S. P. Harrison)	74
	M. C. Hippe)			Lorraine Feigum)	
	Albert Linsteadt)			C. C. Klein	64
				M. C. Sperle	54
Cavalier	No Report			Walter Kinzler	27
				John Leier	24
Dickey	County Office	202		Andrew Johs	23
				A. J. Ketterling	21
Divide	Leonard Biberdorf	33		Herbert Kinzler	20
	Olaf Nelson	14		Edwin Krueger	19
				J. A. Kelley	19
Dunn	John Jurgens	45		Elmer E. Erbele	17
	Leonard Schiltz	40		Eldo E. Schmidt	15
	Ted Wentz	30		John C. Wiest	12
	C. E. Gunwall	28		Mike Vetter	11
	Theo. Carlson	27			
	Alex Goetz	21	McHenry	County Committee	39
	A. N. Steffen	12		R. C. Reiswig	35
				Bennie Amon	29
Eddy	No Report			C. E. Gilmore	21
				Fred K. Miller	16
Emmons	No Report				
			McIntosh	Wm. Baumann	60
Foster	County Office	66		Gottlieb F. Wolf	52
	A. R. Suckut	41		Otto Meidinger	46
	Gust Erickson	23		Frank J. Ziegler	42
				Geo. G. Schilling	32
Golden Valley	Mildred Schmitz	43		Dave Aipperspach	29
	Jerry Kouba	34		August Thurn	26
	Earl Schmitz	24		John Blumhardt	24
	John L. Irons	21		Emil Bauer	18
				Wm. Thurn	18
				Reinhold Dockter	15
				Aug. F. Dockter	14
				Walter Ruff	10

McKenzie	Office Personnel	176	Rolette	County Office	49
	Arno Wisness	79		Arthur Seim	47
	E. H. Skjelvik	36		James Metcalf	39
	Gust Johnson	28			
	Gunder Skedsvold	18	Sargent	L. A. Bopp	141
	A. V. Christianson	10		Hans Norby	91
McLean	Peter J. Thiel	256	Sheridan	Aug. A. Neff)	
	H. W. Samuelson	99		Darrell Bold)	115
	John Frey	89		Pearleen Bauer)	
	County Office	71		Marion Bold)	
	John J. Bauer	53		August Frey	108
	Byron L. Nelson	21		Jack Schindler	63
	W. Hilken	11		Reinhold Reiswig	39
				R. H. Brower	33
Mercer	Ervin Lang	125		Clifford Dockter	31
	Jacob Lang	76		Aug. A. Neff	25
	Ralph M. Neuberger	77		R. G. Lautt	25
	J. F. Sebastian	43		Henry Engel	25
	Ted Wentz	32		Theo. Mertz	17
				Henry Dieterle	14
Morton	No Report			Martin Gellner	11
Mountrail	No Report		Sicux	Albert Cerney	20
Nelson	Elmer Ruse	54	Slope	Edd Baumann	45
	Oliver Van Gaymon	45		James Fulton	42
	R. W. Dougherty	39		Gilbert Buzalsky)	
	Roger Halvorson	37		Alvina E. Urlacher)	30
	Edwin Larson	33		Roland Miller	16
	Clyde Ralston	29		Ludwig Moan	14
	Roy W. Thompson	28			
	John Kallestad	18	Stark	County Office	187
				Alfred Schwartz	45
Oliver	Raymond D. Light	80		Joseph Frenzel	20
				Fred Jurgens	19
Pembina	No Report			John Fuchs	17
				Joseph A. Schiwal	17
Ramsey	County Office	416		Joseph Dick	10
	Philip N. Sobak	87		Emil Philips	10
	Gordon F. Markel	63			
	John Swanson	32	Steele	M. L. Vosseteig	116
	Eddie Kleven	27		Marvin Hillerson	37
	Elmer Gessner	28		Evelyn L. Solberg	33
	R. C. Lake	17		Ruth E. Nelson	23
				Carl O. Rud	14
Pierce	W. J. Schell	120	Stutsman	J. W. Miller	693
	Joe A. Keller	55		County Office	451
				E. R. Michel	56
Ransom	H. H. Weisenhaus	183		G. A. Eissinger	43
Renville	County Office	68	Towner	County Office	56
	Alvin R. Swanson	38		Joseph Anderson	19
	Claude Johnson	35		Harry Bradley	11
Richland	Theo. T. Erickson	466	Traill	County Office	169
	Edwin S. Larson	303		Sterling Ingwalson	47
	Fred E. Kackman	194		Arthur Moen	35
	J. G. Stone	177		Wm. Beck	19
	Harry A. Ehlers	139		Ernest Strand	14
	Arthur T. Nelson	116			
	Gordon Olson	82	Walsh	O. A. Bygland	190
	C. J. Morris	62		Emil Drevecky	191
	Nels Folstad	62		J. C. Machart	181
	Darrell Quamme	57		Chas. Zahradka	122
				Wm. J. Zahradka	119
				Selmer Marifjeren	97
				V. C. Halverson	75
				Arthur Gunhus	71
				Joe Schwartz	67

Walsh	Oscar J. Westby	62
	W. S. Peterka	59
	Paul Almen	48
	B. Hultstrand	37
	Wm. J. McCauley	28
	Isaac Isakson	28
	Denis O. Monson	24
	Aella Widmer	18
	Fritz Eckdahl	16
	Stanley Norlock	14
	Albert J. Bina	14
	H. J. McLaughlin	10
Ward	County Office	194
	Percy Stockdill	115
	Kjetil Lunde	93
	George Opland	40
	Chester Fleckten	22
	Horace Davy	28
	Clarence Bivins	18
Wells	Lester Buik	89
	F. N. Strauss	71
	Monetta Melhouse)	60
	Doris Anderson)	
	Otto Broeder	57
	Earl James	38
	E. V. Seibold	17
	Lester Seibold	17
Williams	No Report	

